R.J. Reynolds Tobacco Company

G. N. Kuruc, Jr.
400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
Phone 732-225-4774
Fax 732-417-9076

December 9, 1997

Mr. James Shanley
Pathmark Stores Inc.
301 Blair Road
Woodbridge, NJ 07095

Dear Jim:

I would like to add DORAL Full Flavor Box 100's and DORAL Light Box 100's to distribution in your warehouse. I would also like to delete two items. Listed below are UPC and item code numbers for the Brands involved:

Brand Style	Action	UPC Case Code	Whse Item Code
Doral FF 100's Box	Add	12300-22081	n/a
Doral Light 100's Box	Add	12300-22084	n/a
Winston Select Lt 100's Soft Pack	Delete	12300-20278	053348
Winston Select Lt Soft Pack	Delete	12300-71106	053181

We will continue to promote DORAL throughout 1998 using your Electronic Coupon format. Over 80% of smokers in this market prefer box style packaging. DORAL Box Styles have shown excellent growth in other chains in the Metro market during 1997.

Thank you for your cooperation in the marketing of our products.

Sincerely,

Nick

G. N. Kuruc, Jr.

51847 3729

Source: https://www.industrydocuments.ucsf.edu/docs/sgxy0000

PATHMARK STORES, INC.

NON- FOODS DIVISION - CIGARETTE NEW ITEM INPUT FORM

ITEM NO. _____

CARD CODE	TRANS NUMBER	BYR	CAT CODE	ITEM DESCRIPTION	SIZE NUMERIC	SIZE ALPHA	COLOR	CROWN PACK	VENDOR PACK	STAT	SEAS CODE	WHSE UPCHGE &
CTAMA		K	98	DORAL LIGHT BOX 100		PACK		0001	0001	H		0000

CARD CODE	TRANS NUMBER	VENDOR NUMBER	SUB	ACCOUNT NUMBER	OR UNIT	VENDOR UNIT COST	SUBSTITUTE ITEM CODE (CARTON ITEM #)	SUB TYP	SUB %	MIN DAYS SUPPLY	MAX DAYS SUPPLY	ITEM TYPE
CTAMB		3407	A	000601517	E	0000001100		2	100	010	020	R

UPC CODE	5 DIGIT UPC CODES
12300220812	

CARD CODE	TRANS NUMBER	BACKROOM GUIDELINE 1	BASEMENT GUIDELINE 2	COMPANY GUIDELINE 3	COMPANY GUIDELINE 4	COMPANY GUIDELINE 5	LABELS	SUB STAT	BUYERS CYCLE	SPECIAL SEQUENCE CODE	ORDER BOOK	PRICE RELATIONSHIP NO.	SUB CAT
CTAMD						00001		6	Y		1		

CARD CODE	TRANS NUMBER	ALL MAX	CLASS A MAX	CLASS B MAX	CLASS C MAX	CLASS D MAX	CLASS E MAX	CLASS F MAX	CLASS G MAX	CLASS H MAX	SLOT NUMBER	WHSE AREA	WHSE LOC
CTAME		0	000							000	NOSLOT	A	C

CASE DIMENSIONS IN INCHES
L _____ W _____ H _____

CASE WHEIGHT (LBS) _____ 100% DIST. _____

EST. REC. DATE _____ CASE QTY _____

PROJECTED WEEKLY MOVEMENT (CASES) _____

SEASONW COMMENTS _____

IS THIS PRODUCT IN AN AEROSOL CONTAINER ? ___

IF YES, WHAT PERCENTAGE OF THE BASE(NON-PROPELLANT)
PRODUCT IS COMPOSED OF THE FOLLOWING INGREDIENTS
FLAMMABLE OR COMBUSTIBLE PETROLEUM _____
DISTILLATES SHYDROCARBONS ? _____
ALCOHOL _____

NJ ZONE	PRICE	NJ ZONE	PRICE	NY ZONE	PRICE	NYC ZONE	PRICE	CONN ZONE	PRICE	DE ZONE	PRICE
01		02		04		06		07		09	

DE ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE
10		11		12		13		14	

BUYER: _____

PRICING: _____

EDP: _____

51847 3730

Source: https://www.industrydocuments.ucsf.edu/docs/sgxy0000

PATHMARK STORES, INC.

NON- FOODS DIVISION - CIGARETTE NEW ITEM INPUT FORM

ITEM NO. _____

CARD CODE (1-5)	TRANS NUMBER (12-15)	BYR (16)	CAT CODE (17-19)	ITEM DESCRIPTION (20-44)	(45-48)	(49)	SIZE NUMERIC (50-55)	SIZE ALPHA (56-60)	COLOR (61-65)	CROWN PACK (67-70)	VENDOR PACK (71-74)	STAT (75)	SEAS CODE (76)	WHSE UPCODE & (77-80)
CTAMA		K	98	DORAL LIGHT BOX 1005				CARTN		1	30	H		0400

CARD CODE (1-5)	TRANS NUMBER (12-15)	VENDOR NUMBER (16-21)	SUB (22)	ACCOUNT NUMBER (23-31)	OR UNIT (32)	VENDOR UNIT COST (33-41)	SUBSTITUTE ITEM CODE (CARTON ITEM #) (64-69)	SUB TYP (70)	SUB % (71-73)	MIN DAYS SUPPLY (74-76)	MAX. DAYS SUPPLY (77-79)	ITEM TYPE (80)
CTAMB		286	A	000601517	E	1039				010	020	

UPC CODE	8 DIGIT UPC CODES
1230022083	

CARD CODE (1-5)	TRANS NUMBER (12-15)	BACKROOM GUIDELINE 1 (16-20)	BASEMENT GUIDELINE 2 (21-25)	COMPANY GUIDELINE 3 (26-30)	COMPANY GUIDELINE 4 (31-35)	COMPANY GUIDELINE 5 (36-40)	LABELS (45)	SUB STAT (46)	BUYERS CYCLE (47)	SPECIAL SEQUENCE CODE (64-69)	ORDER BOOK (70)	PRICE RELATIONSHIP NO. (71-75)	SUB CAT (76-77)
CTAMD						00001		6	Y		2		

CARD CODE (1-5)	TRANS NUMBER (12-15)	ALL MAX (16)	CLASS A MAX (17-21)	CLASS B MAX (22-26)	CLASS C MAX (27-31)	CLASS D MAX (32-36)	CLASS E MAX (37-41)	CLASS F MAX (42-46)	CLASS G MAX (47-51)	CLASS H MAX (52-56)	SLOT NUMBER (73-78)	WHSE AREA	WHSE LOC
CTAME		0		→						000	NOSLOT	A	C

CASE DIMENSIONS IN INCHES
L 20.625 W 11.625 H 29.527

CASE WHEIGHT (LBS) 18.41 lb 100% DIST. ____

EST. REC. DATE _____ CASE QTY _____

PROJECTED WEEKLY MOVEMENT (CASES) _____

SEASON/ COMMENTS _____

IS THIS PRODUCT IN AN AEROSOL CONTAINER ? ____

IF YES, WHAT PERCENTAGE OF THE BASE(NON-PROPELLANT) PRODUCT IS COMPOSED OF THE FOLLOWING INGREDIENTS

FLAMMABLE OR COMBUSTIBLE PETROLEUM _____

DISTILLATES SHYDROCARBONS ? _____

ALCOHOL _____

NJ ZONE	PRICE	NJ ZONE	PRICE	NY ZONE	PRICE	NYC ZONE	PRICE	CONN ZONE	PRICE	DE ZONE	PRICE
01		02		04		06		07		09	

DE ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE
10		11		12		13		14	

BUYER: _____

PRICING: _____

EDP: _____

51847 3731

Source: https://www.industrydocuments.ucsf.edu/docs/sgxy0000

PATHMARK STORES, INC.

NON- FOODS DIVISION - CIGARETTE NEW ITEM INPUT FORM

ITEM NO. _____

CARD CODE	TRANS NUMBER	BYR	CAT CODE	ITEM DESCRIPTION			SIZE NUMERIC	SIZE ALPHA	COLOR	CROWN PACK	VENDOR PACK	STAT	SEAS CODE	WHSE UPC/SKU #
1 - 5	12 - 15	16	17 - 19	20 - 44	45 - 48	49	50 - 55	56 - 60	61 - 66	67 - 70	71 - 74	75	76	77 - 80
C T A M A		K	9 8	DORAL FULL FLAVOR BOX 100				C A R T N		1	30	H		0 4 0 0

CARD CODE	TRANS NUMBER	VENDOR NUMBER	SUB	ACCOUNT NUMBER	OR UNIT	VENDOR UNIT COST	SUBSTITUTE ITEM CODE (CARTON ITEM #)	SUB TYP	SUB %	MIN DAYS SUPPLY	MAX DAYS SUPPLY	ITEM TYPE
1 - 5	12 - 15	16 - 21	22	23 - 31	32	33 - 41	64 - 69	70	71 - 73	74 - 76	77 - 79	80
C T A M B		286	A	0 0 0 6 0 1 5 1 7	E	10.39				0 1 0	0 2 0	

UPC CODE	5 DIGIT UPC CODE
1 2 3 0 0 2 2 0 8 0	

CARD CODE	TRANS NUMBER	BACKROOM GUIDELINE 1	BASEMENT GUIDELINE 2	COMPANY GUIDELINE 3	COMPANY GUIDELINE 4	COMPANY GUIDELINE 5	LABELS	SUB STAT	BUYERS CYCLE	SPECIAL SEQUENCE CODE	ORDER BOOK	PRICE RELATIONSHIP NO.	SUB CAT
1 - 5	12 - 15	16 - 20	21 - 25	26 - 30	31 - 35	36 - 40	46	48	47	64 - 69	70	71 - 75	76-77
C T A M D						0 0 0 0 1		6	Y		2		

CARD CODE	TRANS NUMBER	ALL MAX	CLASS A MAX	CLASS B MAX	CLASS C MAX	CLASS D MAX	CLASS E MAX	CLASS F MAX	CLASS G MAX	CLASS H MAX	SLOT NUMBER	WHSE AREA	WHSE LOC
1 - 5	12 - 15	16	17 - 21	22 - 26	27 - 31	32 - 36	37 - 41	42 - 46	47 - 51	52 - 56	73 - 78		
C T A M E		0								0 0 0	N O S L O T	A	C

CASE DIMENSIONS IN INCHES L 20.625 W 11.625 H 29.527

CASE WHEIGHT (LBS) 18.41 lb 100% DIST. _____

EST. REC. DATE _____ CASE QTY _____

PROJECTED WEEKLY MOVEMENT (CASES) _____

SEASON/ COMMENTS _____

IS THIS PRODUCT IN AN AEROSOL CONTAINER ? NO

IF YES, WHAT PERCENTAGE OF THE BASE(NON-PROPELLANT)

PRODUCT IS COMPOSED OF THE FOLLOWING INGREDIENTS

FLAMMABLE OR COMBUSTIBLE PETROLEUM _____

DISTILLATES /HYDROCARBONS ? _____

ALCOHOL _____

NJ ZONE	PRICE	NJ ZONE	PRICE	MY ZONE	PRICE	NYC ZONE	PRICE	CONN ZONE	PRICE	DE ZONE	PRICE
0 1		0 2		0 4		0 6		0 7		0 9	

DE ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE
1 0		1 1		1 2		1 3		1 4	

BUYER: _____

PRICING: _____

EDP: _____

51847 3732

Source: https://www.industrydocuments.ucsf.edu/docs/sgxy0000

PATHMARK STORES, INC.

NON- FOODS DIVISION - CIGARETTE NEW ITEM INPUT FORM

ITEM NO. _____

CARD CODE	TRANS NUMBER	BYR	CAT CODE	ITEM DESCRIPTION	SIZE NUMERIC	SIZE ALPHA	COLOR	CROWN PACK	VENDOR PACK	STAT	SEAS CODE	WHSE UPCHGE &
CTAMA		K	98	DORAL FULL FLAVOR BOX 100		PACK		00010	00001	H		0000

CARD CODE	TRANS NUMBER	VENDOR NUMBER	SUB	ACCOUNT NUMBER	OR UNT	VENDOR UNIT COST	SUBSTITUTE ITEM CODE (CARTON ITEM #)	SUB TYP	SUB %	MIN DAYS SUPPLY	MAX. DAYS SUPPLY	ITEM TYPE
CTAMB		3407	A	000601517	E	000000100		2	100	010	020	R

UPC CODE	8 DIGIT UPC CODE
12300220079	

CARD CODE	TRANS NUMBER	BACKROOM GUIDELINE 1	BASEMENT GUIDELINE 2	COMPANY GUIDELINE 3	COMPANY GUIDELINE 4	COMPANY GUIDELINE 5	LABELS	SUB STAT	BUYERS CYCLE	SPECIAL SEQUENCE CODE	ORDER BOOK	PRICE RELATIONSHIP NO.	SUB CAT
CTAMD						00001		6	Y		1		

CARD CODE	TRANS NUMBER	ALL MAX	CLASS A MAX	CLASS B MAX	CLASS C MAX	CLASS D MAX	CLASS E MAX	CLASS F MAX	CLASS G MAX	CLASS H MAX	SLOT NUMBER	WHSE AREA	WHSE LOC
CTAME		0	000							000	NOSLOT	A	C

CASE DIMENSIONS IN INCHES
L _____ W _____ H _____

CASE WHEIGHT (LBS) _____ 100% DIST. _____

EST. REC. DATE _____ CASE QTY _____

PROJECTED WEEKLY MOVEMENT (CASES) _____

SEASON/ COMMENTS _____

IS THIS PRODUCT IN AN AEROSOL CONTAINER ? ___

IF YES, WHAT PERCENTAGE OF THE BASE(NON-PROPELLANT)

PRODUCT IS COMPOSED OF THE FOLLOWING INGREDIENTS

FLAMMABLE OR COMBUSTIBLE PETROLEUM _____

DISTILLATES SHYDROCARBONS ? _____

ALCOHOL ____ _____

NJ ZONE	PRICE	NJ ZONE	PRICE	NY ZONE	PRICE	NYC ZONE	PRICE	CONN ZONE	PRICE	DE ZONE	PRICE
01		02		04		06		07		09	

DE ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE	PA ZONE	PRICE
10		11		12		13		14	

BUYER: _____

PRICING: _____

EDP: _____

51847 3733

Source: https://www.industrydocuments.ucsf.edu/docs/sgxy0000